

**AMENDMENTS TO THE CLAIMS**

This listing of claims, if entered, will replace all prior versions and listings of claims in the present Application.

1. (Currently Amended) A method in a computer system comprising:  
defining a forecast snapshot<sub>2</sub> wherein the defining comprises:  
receiving an interval<sub>2</sub> wherein  
the interval specifies a frequency at which forecast snapshots are  
generated[[;]] ,  
receiving a specified day within the interval<sub>2</sub> wherein  
the forecast snapshot is generated on the specified day[[;]] , and  
receiving specified roles of participants<sub>2</sub> wherein  
**the forecast snapshot comprises information regarding** a member of  
the organization ~~who is~~ , and  
**the information indicates the member is** assigned one of the specified  
roles ~~is included in the forecast snapshot~~;  
**causing** a processor of the computer system to automatically generate the forecast  
snapshot<sub>2</sub> wherein  
**the causing the processor to automatically generate the forecast snapshot**  
**comprises causing the processor to validate a hierarchy of the**  
**participants,**  
the forecast snapshot is based on opportunity information of the participants, and  
the forecast snapshot ~~includes~~ **comprises** the opportunity information; and  
causing the processor ~~of the computer system~~ to automatically send an alert notifying  
the participants of the generation of the forecast snapshot.
2. (Previously Presented) The method of claim 1 wherein a participant of the  
participants updates the forecast snapshot in response to the alert.
3. (Cancelled)

4. (Cancelled)
5. (Cancelled)
6. **(Currently Amended)** The method of claim 1 ~~further comprising: before generating a forecast snapshot, validating a hierarchy of the participants,~~ wherein the hierarchy comprises more than one level, and the validating comprises detecting whether a participant of the participants is included at more than one level of the hierarchy.
7. **(Currently Amended)** The method of claim 6 ~~including~~ further comprising when the hierarchy of participants is invalid:  
notifying a user; and ~~[[ - ]]~~  
correcting the hierarchy.
8. (Previously Presented) The method of claim 1 wherein the generating further comprises:  
for each participant, retrieving opportunity information for that participant; and  
generating forecast summaries in accordance with a hierarchy of the participants.
9. (Previously Presented) The method of claim 1 wherein the forecast snapshot is associated with a forecast period.
10. (Original) The method of claim 9 wherein the forecast period is a quarter.
11. (Previously Presented) The method of claim 9 further comprising: receiving an indication of the forecast period.
12. (Original) The method of claim 1 wherein the forecast snapshot is automatically generated based on the day and interval.

13. (Currently Amended) A computer system comprising:  
a component configured to define a forecast snapshot, wherein  
the component for defining a forecast snapshot comprises:  
a component configured to receive a schedule<sub>2</sub> wherein  
the schedule specifies a frequency at which forecast snapshots are  
created[[;]]<sub>2</sub>  
a component configured to receive an indication of participants<sub>2</sub> wherein  
**the forecast snapshot comprises information regarding** the  
participants ~~are included in the forecast snapshot~~;  
a component configured to automatically generate a forecast snapshot<sub>2</sub> wherein  
**the component configured to automatically generate the forecast snapshot**  
**comprises a sub-component configured to validate a hierarchy of the**  
**participants.**  
the forecast snapshot is based on opportunity information of the participants<sub>2</sub> and  
the forecast snapshot ~~includes~~ **comprises** the opportunity information; and  
a component configured to automatically send an alert to the participants indicating that a  
forecast snapshot has been created.
14. (Currently Amended) The computer system of claim 13<sub>2</sub> wherein  
the schedule is based on a user-defined interval<sub>2</sub> and  
the participant updates forecast information in response to the notifying.
15. (Currently Amended) The computer system of claim 13 ~~further comprising a~~  
~~component configured to, before generating a forecast snapshot, ensure the~~  
~~correctness of a~~ **wherein the sub-component configured to validate the** hierarchy of  
the participants **is further configured to perform validation during the defining of the**  
**forecast snapshot.**

16. (Currently Amended) The computer system of claim 15 further comprising:  
a component configured to, ~~when the hierarchy of participants is not correct,~~  
notify a user, **if the hierarchy of participants is invalid**; and  
a component configured to facilitate correcting the hierarchy, **if the hierarchy of participants is invalid**.
17. (Previously Presented) The computer system of claim 13 wherein the component configured to generate the forecast snapshot is further configured to:  
for each participant, retrieve opportunity information for that participant; and  
generate forecast summaries in accordance with a hierarchy of the participants.
18. (Previously Presented) The computer system of claim 13 wherein the forecast snapshot is associated with a forecast period.
19. (Original) The computer system of claim 13 wherein participants are indicated by their roles.
20. (Currently Amended) A computer-readable **storage** medium ~~containing~~  
**comprising** instructions executable to implement a method, the method comprising:  
receiving a schedule for generating forecast snapshots;  
receiving an indication of participants to be included in the forecast snapshots;  
automatically generating a forecast snapshot based on opportunity information of  
the participants, wherein  
**the automatically generating the forecast snapshot comprises**  
**validating a hierarchy of the participants,**  
the forecast snapshot comprises the opportunity information, and  
the forecast snapshot is generated in accordance with the schedule; and  
automatically sending an alert notifying the participants of the generation of the  
forecast snapshot.

21. (Currently Amended) The computer-readable storage medium of claim 20 wherein the schedule is based on an interval.
22. (Currently Amended) The computer-readable storage medium of claim 21 wherein the schedule specifies a day within the interval.
23. (Currently Amended) The computer-readable storage medium of claim ~~[[21]]~~ 20 wherein the participants are indicated by their roles within an organization.
24. (Currently Amended) The computer-readable storage medium of claim ~~21~~, ~~including before generating the forecast snapshot, validating a hierarchy of the participants~~ 20 wherein  
the hierarchy comprises more than one level, and  
the validating comprises detecting whether a participant of the participants is included at more than one level of the hierarchy.
25. (Currently Amended) The computer-readable storage medium of claim 24 further comprising, ~~when the hierarchy of participants is invalid:~~  
notifying a user, if the hierarchy of participants is invalid; and  
correcting the hierarchy, if the hierarchy of participants is invalid.
26. (Currently Amended) The computer-readable storage medium of claim ~~[[21]]~~ 20 wherein the automatically generating the forecast snapshot ~~includes~~ comprises:  
for each participant, retrieving opportunity information for that participant~~[[;]]~~ ,  
and  
generating forecast summaries in accordance with a hierarchy of the participants.
27. (Currently Amended) The computer-readable storage medium of claim ~~[[21]]~~ 20 wherein each forecast snapshot is associated with a forecast period.